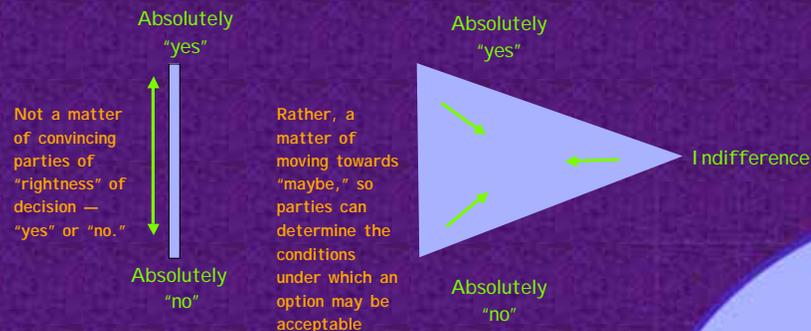


# Framing bioremediation decision making as negotiation: Rationale & guidelines

David J. Bjornstad and Amy K. Wolfe, Oak Ridge National Laboratory

## Framing remediation decision making as negotiation:

- “social” choice, not “technology” choice
- prompts decision makers to
  1. identify interested and affected parties
  2. anticipate objections
  3. effectively address & ameliorate objections
  4. avoid unacceptable decisions



By viewing remediation decision making as negotiation, decision makers shift from advocacy to identifying issues that engage involved parties

## Acceptability from negotiation

- Identify full range of potentially interested and affected parties  
Local & non-local; throughout life cycle
- Consider involved parties' goals, motivations
- Think of technology in its context  
Other alternatives; linked technologies
- Analyze decision setting  
History, trust, prescribed decision process

## Creating acceptable decisions

- Broaden decision context to anticipate challenges and obstacles  
e.g., technology; health, ecological, or economic risks; decision process; etc.
- Focus on conditions that influence acceptability  
Distinguish "absolute" conditions from those where trade-offs are possible

## Decision making as negotiation

- Recognize that exercising authority may not lead to decision acceptance.
- Realize that remediation decision making is not just about choosing a technology  
So, "educating" other groups about that technology's effectiveness is insufficient

[bjornstaddj@ornl.gov](mailto:bjornstaddj@ornl.gov), [wolfeak@ornl.gov](mailto:wolfeak@ornl.gov)

Environmental Sciences Division, Oak Ridge National Laboratory, Oak Ridge, TN